United States Trade and Development Agency



Project Preparation Assistance: Planning for Agricultural Infrastructure Investment

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Our Mission



- ❖ Advance economic development and U.S. commercial interests in developing and middle-income countries.
- Support modern infrastructure and a fair and open trading environment.



USTDA's Dual Mission



- Foreign Assistance Agency
 - Grant-making agency
 - Development-oriented
 - Responsive to priorities in host country
- Trade Promotion Agency
 - ❖ Supports U.S. commercial interests



U.S. Trade & Development Agency

- Significant U.S. exports
- Export multiplier of 35
 - USTDA spends \$1 → \$35 U.S. exports
- Grant
 - \$300,000 → \$10 million+ U.S. exports



U.S. Trade & Development Agency

- Infrastructure
- Technology Transfer & Productivity Improvements
- Human Capacity Building
- Market-Oriented Reform



USTDA Program Activities

USTDA's foreign assistance provides commercial solutions to development challenges through funding for:

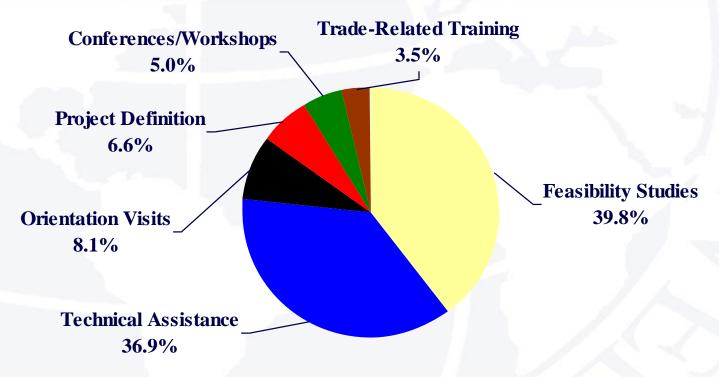
- **❖** Investment Analyses / Feasibility Studies
- **Sector Development / Technical Assistance**
- **Orientation Visits (Reverse Trade Missions)**
- **Conferences / Workshops**



United States Trade and Development Agency

USTDA Activities

(As a Percentage of USTDA's FY2008 Program Budget)

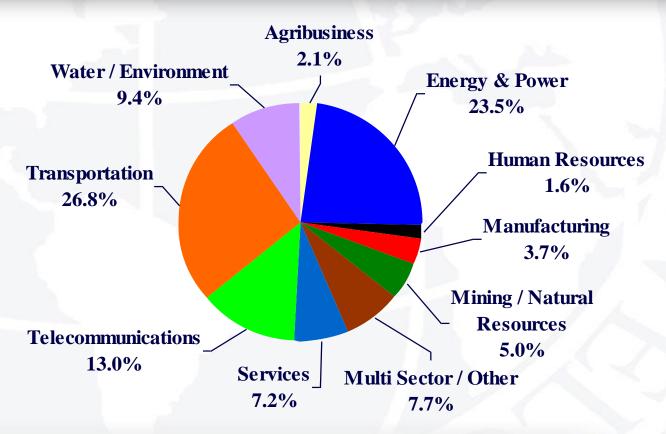




United States Trade and Development Agency

USTDA By Sector

(As a Percentage of USTDA's FY2008 Program Budget)





UNITED STATES TRADE AND DEVELOPMENT AGENCY

USTDA Regions



USTDA Sub-Saharan Africa Fact Sheet

- ♦ Sub-Saharan Africa receives about 20% of USTDA's funding worldwide.
- Approximately \$10 million per year in grant funding for the region.
- ♦ USTDA funds about 25 assistance projects and studies each year in the region.
- The average grant is about \$400,000.
- USTDA has funded projects in 37 countries throughout the region.

Trade Capacity Building



Supporting efficient port operations

- Promotes the development of infrastructure necessary to support trade.
- Supports the negotiation of and compliance with U.S. free trade agreements and multilateral trade agreements.



Sector Development

Technical Assistance:

- Development of sector strategies, industry standards, and legal and regulatory regimes.
- Adoption of market-opening policies and procedures that promote a favorable business and trade environment.



Expanding Access to Information and Communications Technology in Nigeria

Sector Development

Workshops and Conferences:

- USTDA organizes sector or project specific business conferences and workshops.
- Events connect overseas project sponsors with U.S. firms and entities
- Project-specific training that yields legislative, policy, regulatory, and/or commercial outcomes.



Supporting Cold Chain Infrastructure Development in India



Investment Analysis



Roeslein & Associates won a manufacturing contract following a USTDA grant in Nigeria

Potential Lender and Investor Analysis:

- Evaluation of Infrastructure Development Projects
 - Technical
 - Financial
 - Legal
 - Environmental



Investment Analysis

Orientation Visits:

USTDA brings foreign project sponsors to the United States to observe the design, manufacture, and operation of U.S. products and services.



Orientation Visits provide valuable project development information



Project Definition

USTDA contracts with U.S. small businesses to enhance project definition, supply preliminary assessments, and provide due diligence for proposed projects.

Desk Studies (DS)

Quick analysis that is produced within the United States.

Definitional Missions (DM)

Detailed evaluations involving travel to a designated region.



Recent USTDA Agricultural Sector Activities

- Burkina Faso: Sanitary and Phytosanitary Technical Assistance (\$320,000)
- Cameroon: Camlait/Codilait Feasibility Study (\$345,000)
- Shana: Agricultural Equipment Leasing Feasibility Study (\$360,000)
- ♦ India: Cold Chain Infrastructure Training (\$500,000)
- Nigeria: Kano State Agro-processing Investment Analysis (\$116,000)
- Nigeria: Aluminum Can Manufacturing Feasibility Study (\$251,000)

USTDA Funding Criteria

USTDA evaluates projects based on the following criteria:

- Developmental priority to the host country;
- Likelihood of receiving implementation financing; and
- ♦ Significant opportunity for the sale of U.S. technology and services.



Requesting USTDA Funding

- ❖ No formal application procedure. Model Proposal Format can be found at www.ustda.gov.
- * Requests can be made year-round.
- * Requests may come from a foreign entity or project sponsor, or from a U.S. firm interested in the project.
- ❖ Public and private overseas entities are eligible for assistance.



U.S. Trade and Development Agency Proposal and Budget Model Format 1009 Whom Redirected, Astronom 4A 72750 Phone (20) 873-4877 * Lat (20) 873-400 * E-Mail Infragrandings *

Introduction

The U.S. Tude and Development Agency (CSTDA) is a foreign assistance agency (CSTDA) in a foreign assistance agency for advances economic development and U.S. may be a commercial interests in developing and middle-income countries. The agency accomplishes its mission by growding grant finding to occurate assistance, feasibility studies, and technical assistance and

USTDA activities are designed to facilitate U.S. private sector participation in overseas development projects that have the potential to generate significant exports of U.S. goods and services. The agency also promotes overceas development by providing project sponsors with access to U.S. private sector solutions to their development meeds.

ISTDA-funded activities fall into two categories: (I) trude espacity building and exceptions (I) trude espacity building and exceptions (I) trude espacity building and and investment analysis. Trude capacity building and sector development assistance apports the establishment of industy standards, rules and regulations, trude agreements, market bheralization and other policy reform. Project definition and investment analysis generally involves studies that support large capital investments that contribute to overseas infrastructure development.

Under USTDA guidelines, overseas project sponsors are able to either competitively select a U.S. company to perform the grant activity work or request that a specific U.S. company perform the work on a sole-source basis. In the case of compact work, the agency manify fully fauth the activity, the competition to conduct the USTDA-funded work, which is usually amounced on the Federal Business Opportunities website (www.fediazopeg.gov), of the control of the control

If you are interested in submitting a sub-source proposal to USINO, you should first familiative pourself with the agency's mission and finding returns. USINO as wheeling (new auditagory) has a significant amount of information that voil assist interested congruents. The next step is to Director or Country Manager for your region or country of interest to informally disease your proposed project. Assuming there is manufacted you for the USINO for

General Proposal Guideline

Since all requests for USTDA assistance ultimately must be made by an overseas project sponsor residing in a developing or middle income country, you should complete a proposal only if you are able to obtain a letter of support



How USTDA Works

- 1. Approach USTDA with project idea
- 2. USTDA commissions U.S. technical consultant to review idea (Desk Study or Definitional Mission)
- 3. USTDA provides grant to host country project sponsor
- 4. Opportunity is either competed through U.S. federal procurement website or is a sole-sourced, cost-shared activity
- 5. Project sponsor contracts with U.S. firm
- 6. Project milestones trigger USTDA payment to U.S. firm
- 7. Report provided to project sponsor



USTDA Contact Information



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